

PROFORMA
RESPONSE TO REQUEST FOR INFORMATION

Central Oasis 城中綠洲

REVITALIZATION OF CENTRAL MARKET
CENTRAL DISTRICT, HONG KONG SAR



Part I - Basic Information of Interested Party (Respondent)

1. Particulars of Interested Party (Respondent)

(A) Details of Interested Party

Name: _____

Tel.: _____ Fax.: _____

Address: _____

Company Website: _____

(B) Name and Details of Contact Person

Name: _____ Post Title: _____

Tel.: _____ Fax.: _____

Address: _____

Company Email: _____

(C) Organisation Information

(1) Type of Organisation:

(E.g. Limited Company, NGO, Charitable Organisation, or a Consortium with the intended leading party named, etc.)

(2) Type of Business / Specialty:

(3) Geographical Area for Core Business:



2. Past Experience / Project Reference:

(A) Experience in Building (including Historical Building) Maintenance and Management:

(Relevant Experience in the past 10 years)

1. Name of Project: Floor Area (ft ²): Location: Period:
2. Name of Project: Floor Area (ft ²): Location: Period:
3. Name of Project: Floor Area (ft ²): Location: Period:

(B) Experience in Leasing / Operation Management of Retail / Public Open Space:

(Relevant Experience in the past 10 years)

1. Name of Project: Floor Area (ft ²): Location: Period:
2. Name of Project: Floor Area (ft ²): Location: Period:
3. Name of Project: Floor Area (ft ²): Location: Period:

Appendix A: Proforma of Response to Request for Information**(C) Track Record in Organising Cultural / Social Event Promotions:**
(Relevant Experience in the past 10 years)

1. Name of Project: Nature: Event Scale (No. of attendees) & (ft ²): Location: Period:
2. Name of Project: Nature: Event Scale (No. of attendees) & (ft ²): Location: Period:
3. Name of Project: Nature: Event Scale (No. of attendees) & (ft ²): Location: Period:



Part II - Request for Information

A. Preliminary Business Structure for Operation of Central Oasis

(A.1) Please indicate your views on the preliminary business model provided at Appendix D and, if any, your suggestion / preferences as far as the role of Main Operator is concerned.



(A.2) Please indicate the key expertise which the future Main Operator of Central Oasis should provide, e.g. retail experience, type of business, facility management capabilities, financial capability, etc.



(A.3) Please indicate the minimum operating term for which the future Main Operator of Central Oasis (excluding the pre-operation stage) would require from a financial feasibility perspective.

_____ (minimum years)

(A.4) Please indicate if the Main Operator can accommodate the Operating Principles and Guidelines provided at Appendix C.

- easy to comply challenging but can be complied most of them cannot be complied (please specify)

(A.5) Any suggestion to better position the future Main Operator's participation in the project?



B. Design of Renovation Works

(B.1) Please indicate any core business themes preferred for the Central Oasis Project as far as commercial operation is concerned. To what extent you would expect the renovation design should facilitate such core business theme(s).

(B.2) Please indicate the major concerns of the future Main Operator on (a) the Section 16 Planning Application to the Town Planning Board, (b) building adaptation design & construction works, (c) Main Operator's inputs to design and (d) fit-out works and landlord's provisions to be undertaken by the URA.



(B.3) Please indicate if the future Main Operator will be interested in participating in the design process for, and carrying out the fitting-out (interior) works for the entire project including the Public Open Space.

Design

YES

NO

Fitting-out Works

YES

NO

Please indicate the major concerns, technical and / or financial for fitting-out design and works execution.

(B.4) Please indicate any preference as to the overall allocation / proportion of the proposed main uses within Central Oasis Project (Para 3.1 on page 4 refers).



(B.5) Please indicate any comments on the schematic floor plans such as the use zoning arrangement, the preferred position of back-of-house facilities particularly for F&B outlets, ground floor entrances, etc.

(B.6) Any special preference in terms of servicing strategy for (a) building services installations such as air-conditioning plant, (b) energy conservation and (c) external facade lighting?



C. Financial Aspect

(C.1) Please indicate if the future Main Operator will be willing to contribute equity to this Project in return for a higher percentage of profit sharing, or solely at a fixed fee with / without an incentive fee element.

- YES NO Others (Please specify details)

i) If yes, what is the approximate amount of equity (e.g. from \$100M onwards) that the Main Operator will opt to contribute and what is the approximate pay-back period expected?

- Lump Sum : _____
 Expected pay-back period: : _____
 Percentage: _____ % of total capital (go to item (ii) below)

ii) The equity contribution shall cover:

- Interior Fitting-out Cost
 Building Adaptation Works + Landlord's Provisions + Interior Fitting-out Cost
 Others: _____ (please specify)

iii) Proposed sharing range in net profit:

_____ % of annual operating profit (after deduction of all operating expenses for Central Oasis, including social / cultural event promotions and sinking fund for major building maintenance)

(C.2) Any suggestion to the alternative form of equity and profit sharing given the Operating Principles and Guidelines set out in Appendix C of the document?



D. Operation

(D.1) Please indicate the proposed broad measures that the future Main Operator will adopt to foster and promote an identity pertaining to the historical significance of Central Oasis Project.

(D.2) Please indicate generally how the future Main Operator can position the competitiveness of Central Oasis Project with a view to drawing strong and sustaining public and tourists patronage.



(D.3) Please indicate how the future Main Operator can effectively promote social / cultural events in Central Oasis; please specify the types and categories of such events suited to Central Oasis. Any special resources and building layout requirement for undertaking this promotional task?

(D.4) Please indicate the operation plan for efficient integration of public open space and retail facilities in Central Oasis Project on 24-hour basis.



(D.5) Please indicate the preferred tenant mix (retailers) suitable for Central Oasis given the Operation Principles set out in Paragraph 5 on Page 6 of the document.

(D.6) Please indicate the proposed facility management structure and control measures on the retail uses, tenant mix and general price level of the products or services to be provided within Central Oasis given the Operation Principles set out in Appendix C of the document.



(D.7) Please indicate any type of resources and expertise the future Main Operator shall bring in for the robust operation of Central Oasis.

(D.8) Please indicate the plan to enable the feasibility of 24-hour operation of some floors / positions of Central Oasis (such as Public Open Space and pedestrian passageway connecting to Mid-levels Escalator).

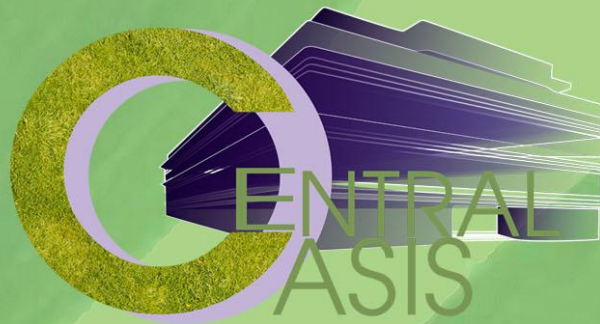


(D.9) Please indicate any operational concerns during (i) interior fitting-out work phase, (ii) pre-operational phase, (iii) in-take phase for retailers and (iv) post-operational phase.

Note for Submission

Interested parties (Respondents) are invited to submit their responses, addressed to “Mr. William Wan, Director (Property & Land)”, on or before Thursday, 16 February 2012 to Urban Renewal Authority, 26/F Cosco Tower, 183 Queen’s Road Central, Hong Kong. The submission should be marked “**Confidential**” and labelled as below:

“Responses to Request for Information for Urban Renewal Authority Central Oasis Project”



January 2012